

Message Text

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PAGE 01 BONN 21463 221237Z
ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00
DOTE-00 INR-07 NSAE-00 CIEP-01 FAA-00 L-03 SS-15
NSC-05 H-01 /054 W

----- 092151 /17

P R 221229Z DEC 76
FM AMEMBASSY BONN
TO SECSTATE WASHDC PRIORITY 4242
INFO AMEMBASSY BERN
AMCONSUL ZURICH
USMISSION USBERLIN
AMEMBASSY BERLIN
AMEMBASSY LONDON
AMEMBASSY PARIS

C O N F I D E N T I A L BONN 21463

E.O. 11652: GDS
TAGS: EAIR, PFOR
SUBJECT: CIVAIR: BERLIN-ZURICH SERVICE

REF: BONN 20080

1. EMBASSY INFORMED DECEMBER 16 BY RUNNETTE, PAN AM
MANAGER FOR GERMANY, THAT DECEMBER 14 MEETING IN LONDON
BETWEEN REPRESENTATIVES OF PAN AM AND BA BROUGHT PRO-
GRESS IN REACHING AGREEMENT ON BERLIN-ZURICH SERVICE.
PAN AM PROPOSED THAT IT UNDERTAKE THIS SERVICE ALONE AND
IN EXCHANGE GIVE UP ITS BERLIN-NURENBERG SERVICE IN
FAVOR OF BA. RUNNETTE SAID PAN AM LOSING MONEY ON
NURENBERG BUT BA WITH ITS SMALLER AIRCRAFT PROBABLY
COULD RUN THE SERVICE PROFITABLY. HE SAID THAT HE WAS
OPTIMISTIC THAT BA WOULD ACCEPT THIS PROPOSAL.

2. ON FOLLOWING DAY UK CAA HANLEY DISCUSSED SAME MATTER
WITH EMBASSY CAA. HANLEY SAID BA TOLD HIM THE TWO
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AIRLINES HAD REACHED A TENTATIVE AGREEMENT ALONG THE
LINES DESCRIBED BY RUNNETTE. BA HAD WRITTEN TO CAA'S
ASKING FOR MORE TIME (UNTIL JANUARY 15) TO WORK OUT
ARRANGEMENTS WITH PAN AM BEYOND DECEMBER 21 DATE PRE-
VIOUSLY SET BY CAA'S. FRENCH CAA WAS CONTACTED AND
AGREED TO THIS EXTENSION.

3. COMMENT: THREE CAA'S AGREE THAT THIS LOOKS LIKE
PROMISING SOLUTION TO PROBLEM OF BA-PAN AM RIVALRY
ON ZURICH RUN WHICH DOES NOT APPEAR TO OFFER SUFFICIENT
BUSINESS FOR TWO CARRIERS.
STOESSEL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CIVIL AVIATION, AIR SCHEDULES, BERLIN AIR ACCESS
Control Number: n/a
Copy: SINGLE
Draft Date: 22 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: coburnhl
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976BONN21463
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D760469-0774
From: BONN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761218/aaaaapkj.tel
Line Count: 67
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 76 BONN 20080
Review Action: RELEASED, APPROVED
Review Authority: coburnhl
Review Comment: n/a
Review Content Flags:
Review Date: 26 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <26 APR 2004 by BoyleJA>; APPROVED <12 AUG 2004 by coburnhl>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CIVAIR: BERLIN-ZURICH SERVICE
TAGS: EAIR, PFOR, PANAM
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006